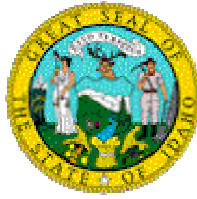


State of Idaho

Send invoices to the
address listed
below or as indicated
in the
comments or
instructions field
Boise, ID 83720-0075



State of
Idaho

Participating Addendum

THIS NUMBER MUST
APPEAR
ON ALL DOCUMENTS

Participating
Addendum
PADD1009

DELIVER TO: Various State Agencies

Located throughout Idaho
Various, ID 83701

Date: **Tue Sep 14, 2004**

F.O.B: **Destination**

Terms:

VENDOR: XIOTECH CORPORATION
6455 Flying Cloud Drive
EDEN PRAIRIE, MN 55344
Attn: Mgr of Government Operations
Vendor Nbr: 37336
Emailed To: mary_reuss@xiotech.com
Phone: 952 983-2433
Fax: 952 983-2527
Account Number: P00000016014

Contract From **Wed Sep 15, 2004**
Date

Contract To **Fri Sep 14, 2007**
Date:

RFQ#: [RFQ04285](#)
DOC#: **PREQ8566**

Buyer: [MARK LITTLE](#) 208 327 7359

Item No	Description	Quantity UOM	Unit Price	EXTENSION
000	BLANKET PURCHASE AGREEMENT (line item particulars follow)	1 lot		1.00
	Total:			1.00
Blanket Comments:	Contract for Band 4 Storage Solutions, pursuant to Western States Contracting Alliance (WSCA) and Minnesota Price Agreement No. A63316. The contract is for the benefit of State of Idaho Agencies, institutions, and departments and eligible political subdivisions or public agencies as defined by Idaho Code, Section 67-2327. The Division of Purchasing or the requisitioning agency will issue individual releases (delivery or purchase orders) against this Master Contract on an as needed basis for a period of three years commencing September 15,			

2004 and ending September 14, 2007.

Contract Title:.....Band 4 Storage Solutions

Contract Usage Type:.....Optional Use

Public Agency Clause:Yes

Contract Administration:....Mark Little

---Phone Number:.....208-327-7465

---E-Mail:.....mlittle@adm.state.id.us

Contractor's Primary Contacts

---Attn:.....Mary Reuss

---Address:.....6455 Flying Cloud Drive

---City, State, Zip:.....Eden Prairie, MN 55344-3305

Phone Number:.....952/ 983-2433

Fax:.....952/ 983-2527

E-Mail:.....mary_reuss@xiotech.com.com

CONTRACTOR: Ship to the FOB DESTINATION point and BILL DIRECTLY to the ORDERING AGENCY. DO NOT MAIL INVOICES TO THE DIVISION OF PURCHASING. Notating the Contract Award Number on any invoices/statement will facilitate the efficient processing of payment.

Item No	Description	Quantity UOM	Unit Price	EXTENSION
001	Band 2 Storage Solutions per Minnesota Price Agreement (206-89) (nt)	1 EA	1.00	1.00
General Comments:	<p>QUANTITIES: The State of Idaho, Division of Purchasing can only give approximations of quantities and will not be held responsible for figures given in this document.</p> <p>Order Placement Address:</p> <p>---Company Name:.....Xiotech Corporation.</p> <p>.....Order Administration.</p>			

.....Dale Kunde.
---Address:.....6455 Flying Cloud Drive
---City, State, Zip:.....Eden Prairie, MN 55344-3305
---Phone.....952/ 983-2423.
---Fax.....952/ 983-2210.
E-Mail.....Dale_Kunde@xiotech.com.

Payment Address:

---Company Name:.....Xiotech Corporation.
---Address:.....6455 Flying Cloud Drive
---City, State, Zip:.....Eden Prairie, MN 55344-3305

THIS CONTRACT, (including any files attached), CONSTITUTES THE STATE OF IDAHO'S ACCEPTANCE OF YOUR SIGNED BID, QUOTATION, OR OFFER (including any electronic bid submission), WHICH SUBMISSION IS INCORPORATED HEREIN BY REFERENCE AS THOUGH SET FORTH IN FULL.

In the event of any inconsistency, unless otherwise provided herein, such inconsistency shall be resolved by giving precedence in the following order:

1. This Statewide Blanket Purchase Order document.
2. The state of Minnesota's original solicitation document.
3. The Contractor's signed bid, quotation, or offer.

INVOICES MUST BE SENT TO THE IDAHO ORDERING AGENCY.

Instructions:

Freight / Handling Included in Price

By: **MARK LITTLE**

PARTICIPATING ADDENDUM
State of Idaho Contract Number PADD1009

WESTERN STATES CONTRACTING ALLIANCE
Xoitech
MASTER PRICE AGREEMENT
Minnesota Price Agreement Number A63316

1. Scope: All state governmental entities within the State of Idaho and public agencies (as defined by Idaho Code, Section 67-2327) are authorized to purchase products and services under the terms and conditions of the Minnesota price agreement. These public agencies include any city or political subdivision of the State of Idaho, including, but not limited to counties; school districts; highway districts; port authorities; instrumentalities of counties, cities, or any political subdivision created under the laws of the State of Idaho; and public schools and institutions of higher education. It will be the responsibility of the public agency to independently contract (i.e., issue purchase orders) with the contractor and/or comply with any other applicable provisions of Idaho Code governing public contracts.

2. Applicable Approved Purchasing Agreement: The following provisions supplement and/or add to the Master Price Agreement.

Parties to this Participating Addendum

The parties to this Participating Addendum (PA) are Xiotech (Contractor) and the State of Idaho by and through its statutory agent, the Division of Purchasing within the Department of Administration (State) on behalf of the entities identified in the paragraph titled "Scope" of this Participating Addendum (procuring agencies).

Idaho Administration Reporting and Fees:

The contractor agrees to provide quarterly price agreement utilization reports to the Idaho administrator in accordance with the following schedule:

<u>Period End</u>	<u>Report Due</u>
June 30	July 31
September 30	October 31
December 31	January 31
March 31	April 30

The contractor will submit quarterly reports to the Idaho Administrator. These reports shall include the gross Idaho sales, less returns, cancellations, and replacements for the quarterly period subtotaled by procuring agency name within procuring agency state name. The report shall be accompanied with a check payable to the Treasurer, State of Idaho for an amount equal to 1.25% of the gross Idaho sales (less returns and credits) for the quarterly period. The State understands and agrees that Contractor will raise the negotiated Minnesota Price Agreement prices by this amount. This report will be provided 30 calendar days from the close of the calendar quarter.

Applicable Law:

Notwithstanding Paragraph 5 (Order of Precedence) of Minnesota Price Agreement No. A63316, Paragraph 32 (Governing Law) of Minnesota Price Agreement No. A63316 is supplemented with the following, which shall apply to this PA.

The State of Idaho's PA and all purchase orders issued thereunder by procuring agencies shall be construed in accordance with, and governed by the laws of the State of Idaho. Except to the extent the provisions of the PA are clearly inconsistent therewith, the PA shall also be governed by the applicable provisions of the Idaho Uniform Commercial Code (IUCC). To the extent this PA entails delivery or performance of services, such services shall be deemed "goods" within the meaning of the IUCC, except



where deeming such services as "goods" would result in a clearly unreasonable interpretation. Any action to enforce the provisions of this PA shall be brought in state district court in Ada County, Boise, Idaho. In the event any term of this PA is held to be invalid or unenforceable by a court, the remaining terms of this PA will remain in force.

3. Lease Agreements: A lease agreement has not been approved for use for procuring agencies within the State of Idaho.

4. This PA is not for major, large hardware or hardware and software offerings. Individual units/configurations cannot exceed \$50,000.00 each. This is not a restriction on how many units/configurations that can be purchased, but on the value of each individual unit/configuration. Requests for exceptions must be sent to the Division of Purchasing in writing by the requesting agency. This PA only includes Band 4 Storage Solutions per the Minnesota Price Agreement.

5. Primary Contact: The primary contact and administrator of this agreement for the State of Idaho is as follows:

Mark Little, IT Purchasing Officer
Division of Purchasing
5569 Kendall Street (Zip 83706-1231)
P O Box 83720
Boise, ID 83720-0075
Ph: 208-327-7359

6. Price Agreement Number: All purchase orders issued by procuring agencies within the jurisdiction of this participating addendum shall include the following price agreement numbers:

A63316 (Minnesota)
PADD1009 (Idaho)

This PA and Minnesota Price Agreement together with its exhibits, set forth the entire agreement between the parties with respect to the subject matter of all previous communications, representations or agreements, whether oral or written, with respect to the subject matter hereof. Terms and conditions inconsistent with, contrary or in addition to the terms and conditions of this PA and the Minnesota Price Agreement, together with its exhibits, shall not be added to or incorporated into this PA or the Minnesota Price Agreement and its exhibits, by any subsequent purchase order or otherwise, and any such attempts to add or incorporate such terms and conditions are hereby rejected. The terms and conditions of this PA and the Minnesota Price Agreement and its exhibits shall prevail and govern in the case of any such inconsistent or additional terms.

IN WITNESS HEREOF, the parties have executed this Addendum as of the date of execution by both parties below.

State of Idaho
Division of Purchasing
By: [Signature]
Name: Mark A. Little
Title: I.T. Purchasing Officer
Date: 9/22/04

Contractor: Xiotech
By: [Signature]
Name: STEVEN E SNYDER
Title: CFO
Date: 9-15-04

TS

"Magnitude 3D" Price List for WSCA Master Price Agreement - Dated 11/16/04

System	Part Number	List Price	WSCA Product Price	% Discount off List	Service List Price - Per 12 Months	WSCA Service - Per 12 Months	% Discount off List
Warranty Extension for Magnitude 3D 2TB Cluster Bundle - Hardware (Per 12 Months/1 Year) - After 3 Year Warranty	020111-000				\$5,000	\$3,000	40.00%
Software Warranty for Magnitude 3D 2TB Cluster Bundle (Per 12 Months/1 Year)	020110-000				\$19,166	\$11,500	40.00%
Warranty Extension for Magnitude 3D 4TB Cluster Bundle - Hardware (Per 12 Months/1 Year) - After 3 Year Warranty	020111-000				\$6,000	\$3,600	40.00%
Software Warranty (Per 12 Months/1 Year)	020110-000				\$19,166	\$11,500	40.00%
Magnitude 3D Cluster Hardware Package - See Note 1	800347-000	\$71,667	\$43,000	40.00%			
Warranty Extension - Hardware (Per 12 Months/1 Year) - After 3 Year Warranty	020111-000				\$5,000	\$3,000	40.00%
Magnitude 3D Cluster Hardware Package (no ICON) See Note 1	800348-000	\$63,333	\$38,000	40.00%			
Warranty Extension - Hardware (Per 12 Months/1 Year) - After 3 Year Warranty	020111-000				\$4,750	\$2,850	40.00%
Magnitude 3D .5TB Edge Bundle - See Note 1	800384-000	\$75,072	\$45,043	40.00%			
Warranty Extension - Hardware (Per 12 Months/1 Year) - After 3 Year Warranty	020111-000				\$3,334	\$2,000	40.00%
Software Warranty (Per 12 Months/1 Year)	020110-000				\$15,872	\$9,524	40.00%
Warranty Extension for Magnitude 3D 1TB Edge Bundle - Hardware (Per 12 Months/1 Year) - After 3 Year Warranty	020111-000				\$3,334	\$2,000	40.00%
Software Warranty for Magnitude 3D 1TB Edge Bundle (Per 12 Months/1 Year)	020110-000				\$15,872	\$9,524	40.00%
Magnitude 3D Edge Hardware Package- See Note 1	800382-000	\$37,500	\$22,500	40.00%			
Warranty Extension - Hardware (Per 12 Months/1 Year) - After 3 Year Warranty	020111-000				\$3,334	\$2,000	40.00%
Magnitude 3D Edge Hardware Package (no ICON - See Note 1	800383-000	\$29,167	\$17,500	40.00%			
Warranty Extension - Hardware (Per 12 Months/1 Year) - After 3 Year Warranty	020111-000				\$3,083	\$1,850	40.00%
Magnitude 3D Edge to Cluster Upgrade - See Note 1	800386-000	\$59,583	\$35,750	40.00%			
Warranty Extension - Hardware (Per 12 Months/1 Year) - After 3 Year Warranty	020111-000				\$1,667	\$1,000	40.00%
Note 1 – Standard Shipping Charges of \$1,000 apply. Reference Part Number 020112-000 under Professional Services Section							
Connectivity	Part Number	List Price	WSCA Product Price	% Discount off List	Service List Price - Per 12 Months	WSCA Service - Per 12 Months	% Discount off List
Brocade - 12000 16 Port Fibre Channel Switching Blade	770082-000	\$34,860	\$22,999	34.02%	See Below	See Below	N/A

Brocade - 12000 Country Kit for North America / Japan	770075-000	\$290	\$257	11.38%	See Below	See Below	N/A
Brocade - 12000 Service Plan - 128 port High Availability 1 year	770183-000	\$7,169	\$7,169	0.00%	N/A	N/A	N/A
Brocade - 12000 Service Plan - 16 port blade High Availability 1 year	770187-000	\$747	\$747	0.00%	N/A	N/A	N/A
Brocade - 12000 Service Plan - 32 port High Availability 1 year	770185-000	\$2,683	\$2,683	0.00%	N/A	N/A	N/A
Brocade - 12000 Service Plan - 32 port Mission Critical 1 year	770186-000	\$5,224	\$5,224	0.00%	N/A	N/A	N/A
Brocade - 12000 Service Plan - 64 port High Availability 1 year	770181-000	\$4,180	\$4,180	0.00%	N/A	N/A	N/A
Brocade - 3200 8-port, 2GB Full-Fabric Switch	770164-000	\$8,499	\$5,499	35.30%	\$1,406	\$844	39.97%
Brocade - 3200 Upgrade Entry-fabric to Full-fabric with Multi-switch	770054-000	\$3,000	\$2,655	11.50%	\$496	\$298	39.92%
Brocade - 3200 Upgrade Entry-fabric to Full-fabric with Ultra Software	770055-000	\$5,000	\$4,425	11.50%	\$827	\$496	40.02%
Brocade - 3800 16-port Switch	770041-000	\$22,499	\$12,499	44.45%	\$3,722	\$2,233	40.01%
Brocade - 3800 Extra Slide Rack Mount Kit	770165-000	\$300	\$275	8.33%	\$50	\$30	40.00%
Brocade - 3900 32-Port, 2Gb Switch	770247-000	\$44,999	\$29,999	33.33%	See Below	See Below	N/A
Brocade - 3900 Basic SW install & config service 1 - 2 switches (2 days)	770267-000	\$6,250	\$5,000	20.00%	N/A	N/A	N/A
Brocade - 3900 Service Plan - 32 port High Availability (4 hr) 1 year	770266-000	\$2,636	\$2,109	19.99%	N/A	N/A	N/A
Brocade - Advanced Performance Monitoring Software for 2Gb Switches	770048-000	\$2,000	\$1,770	11.50%	\$331	\$199	39.88%
Brocade - 12000 basic install & config service (2 days)	770199-000	\$6,250	\$5,000	20.00%	N/A	N/A	N/A
Brocade - Extended Fabric Support Software for 2Gb Switches	770047-000	\$2,000	\$1,770	11.50%	\$331	\$199	39.88%
Brocade - Fabric Watch Software for 2Gb Switches	770043-000	\$1,800	\$1,593	11.50%	\$300	\$180	40.00%
Brocade - Inter-switch Trucking for 2Gb Switches	770042-000	\$2,500	\$2,213	11.48%	\$414	\$248	40.10%
Brocade - QuickLoop Software for 2Gb Switches	770044-000	\$1,250	\$1,106	11.52%	\$207	\$124	40.10%
Brocade - Software Bundle for 3800 only: Enterprise	770050-000	\$3,440	\$3,044	11.51%	\$569	\$342	39.89%
Brocade - Software Bundle for 3800 only: Ultra	770051-000	\$7,640	\$6,671	12.68%	\$1,264	\$758	40.03%
Cable - 2 m LC Duplex/LC Duplex Fiber Optic Patch Cord	840056-005	\$108	\$63	41.67%	\$35	\$20	42.86%
Cable - 20 m LC Duplex/LC Duplex Fiber Optic Patch Cord	840056-002	\$138	\$83	39.86%	\$43	\$26	39.53%
Cable - 20 m SC Duplex/LC Duplex Fiber Optic Patch Cord	840055-002	\$121	\$73	39.67%	\$37	\$23	37.84%
Cable - 5 m LC Duplex/LC Duplex Fiber Optic Patch Cord	840056-000	\$108	\$65	39.81%	\$34	\$20	41.18%
Cable - 5 m SC Duplex/LC Duplex Fiber Optic Patch Cord	840055-000	\$91	\$55	39.56%	\$29	\$17	41.38%
Cisco - 1 Gbps Ethernet - SW SFP, LC	770304-000	\$750	\$525	30.00%	N/A	N/A	N/A
Cisco - 2Gbps Fibre Channel-LW Small Form-Factor Pluggable, LC	770236-000	\$1,200	\$850	29.17%	See Below	See Below	N/A
Cisco - 2Gbps Fibre Channel-SW Small Form-Factor Pluggable, LC	770235-000	\$500	\$320	36.00%	See Below	See Below	N/A
Cisco - AC Power Cord North America (110 VAC) 9120, 9140, 9216	770246-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - Enterprise Package license for 1 MDS 9100 switch	770366-000	\$7,000	\$5,000	28.57%	N/A	N/A	N/A
Cisco - Enterprise Package license for 1 MDS 9216 switch	770365-000	\$7,500	\$5,350	28.67%	N/A	N/A	N/A
Cisco - Enterprise Package license for 1 MDS 9500 director	770364-000	\$25,000	\$17,850	28.60%	N/A	N/A	N/A
Cisco - Fabric Manager Server license for 1 MDS 9500 director	770367-000	\$20,833	\$14,875	28.60%	N/A	N/A	N/A
Cisco - Fabric Manager Server license for 1 MDS 9216 switch	770368-000	\$6,944	\$4,950	28.72%	N/A	N/A	N/A
Cisco - Fabric Manager Server license for 1 MDS 9100 switch	770369-000	\$6,944	\$4,950	28.72%	N/A	N/A	N/A
Cisco - MDS 9000 16-port 1 / 2Gbps FC Module (SFPs sold separately)	770233-000	\$22,000	\$15,725	28.52%	See Below	See Below	N/A
Cisco - MDS 9000 32-port 1 / 2Gbps FC Module (SFPs sold separately)	770234-000	\$23,000	\$16,425	28.59%	See Below	See Below	N/A
Cisco - MDS 9000 IP Services Module with iSCSI (SFPs sold separately)	770303-000	\$34,000	\$24,275	29.00%	N/A	N/A	N/A
Cisco - MDS 9000 Port Analyzer AC Power Cable	770320-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - MDS 9000 Port Analyzer Adaptor	770271-000	\$3,250	\$2,325	28.46%	See Below	See Below	N/A
Cisco - MDS 9120 20-Port FC Switch (SFPs sold separately)	770309-000	\$18,000	\$12,850	28.61%	See Below	See Below	N/A
Cisco - MDS 9120,9140 Standard SAN-OS Software	770311-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - MDS 9140 40-Port FC Switch (SFPs sold separately)	770310-000	\$25,000	\$17,850	28.60%	See Below	See Below	N/A
Cisco - MDS 9200 FCIP license for IP Storage module	770306-000	\$15,625	\$11,150	29.00%	N/A	N/A	N/A
Cisco - MDS 9216 16-port 2Gbps FC + 1-slot Modular Switch (SFPs sold separately)	770232-000	\$22,000	\$15,725	28.52%	See Below	See Below	N/A
Cisco - MDS 9216 Standard SAN-OS Software	770312-000	\$0	\$0	0.00%	See Below	See Below	N/A

Cisco - MDS 9500 FCIP license for IP Storage module	770305-000	\$15,624	\$11,150	28.64%	See Below	See Below	N/A
Cisco - MDS 9500 Standard SAN-OS Software	770313-000	\$0	\$0	0.00%	See Below	See Below	N/A
Cisco - MDS 9500 Sup Compact Flash Disk, 512MB	770250-000	\$3,000	\$2,150	28.33%	See Below	See Below	N/A
Cisco - MDS 9500 Supervisor/Fabric I Primary/Redundant	770248-000	\$21,000	\$15,000	28.57%	See Below	See Below	N/A
Cisco - MDS 9506 1900W AC Power Supply Primary/Redundant	770269-000	\$4,000	\$2,850	28.75%	See Below	See Below	N/A
Cisco - MDS 9506 Chassis Six Slot Chassis	770268-000	\$10,000	\$7,150	28.50%	See Below	See Below	N/A
Cisco - MDS 9506 Power Cord, 250Vac, straight blade NEMA 6-20 plug,	770318-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - MDS 9506 Power Cord, 250Vac, twist lock NEMA L6-20 plug, US	770319-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - MDS 9509 2500W AC Power Supply Primary/Redundant	770252-000	\$4,000	\$2,850	28.75%	See Below	See Below	N/A
Cisco - MDS 9509 Chassis Nine Slot Chassis	770251-000	\$12,000	\$8,575	28.54%	See Below	See Below	N/A
Cisco - MDS 9509 Power Cord, 250Vac, straight blade NEMA 6-20 plug,	770244-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - MDS 9509 Power Cord, 250Vac, twist lock NEMA L6-20 plug, US	770245-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - SASU for Enterprise Package MDS 9100	770372-000	\$560	\$532	5.00%	N/A	N/A	N/A
Cisco - SASU for Enterprise Package MDS 9216	770371-000	\$600	\$570	5.00%	N/A	N/A	N/A
Cisco - SASU for Enterprise Package MDS 9500	770370-000	\$2,000	\$1,900	5.00%	N/A	N/A	N/A
Cisco - SASU for Fabric Manager Server MDS 9100	770375-000	\$534	\$507	5.06%	N/A	N/A	N/A
Cisco - SASU for Fabric Manager Server MDS 9216	770374-000	\$534	\$507	5.06%	N/A	N/A	N/A
Cisco - SASU for Fabric Manager Server MDS 9500	770373-000	\$1,600	\$1,520	5.00%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 24x7x4hrs MDS 9000 16 Port Module	770298-000	\$1,999	\$1,899	5.00%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 24x7x4hrs MDS 9000 32 Port Module	770299-000	\$2,199	\$2,105	4.27%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 24x7x4hrs MDS 9000 Port Analyzer	770302-000	\$340	\$323	5.00%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 24x7x4hrs MDS 9216 Switch	770300-000	\$2,091	\$1,986	5.00%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 24x7x4hrs MDS 9500 Supervisor	770297-000	\$1,814	\$1,723	5.02%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 24x7x4hrs MDS 9506 Chassis	770301-000	\$748	\$711	4.95%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 24x7x4hrs MDS 9509 Chassis	770296-000	\$1,008	\$958	4.96%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 24x7x4hrs MDS 9000 IP Services Module	770308-000	\$2,912	\$2,766	5.01%	N/A	N/A	N/A
Cisco - SMARTnet Onsite24x7x4hrs MDS 9120 Switch	770317-000	\$1,944	\$1,847	4.99%	N/A	N/A	N/A
Cisco - SMARTnet Onsite24x7x4hrs MDS9140 Switch	770316-000	\$2,430	\$2,309	4.98%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9000 16 Port Module	770291-000	\$1,249	\$1,187	4.96%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9000 32 Port Module	770292-000	\$1,347	\$1,305	3.12%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9000 IP Services Module	770307-000	\$1,820	\$1,729	5.00%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9000 Port Analyzer	770295-000	\$213	\$202	5.00%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9120 Switch	770315-000	\$1,215	\$1,154	5.02%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9140 Switch	770314-000	\$1,518	\$1,442	5.01%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9216 Switch	770293-000	\$1,307	\$1,242	5.00%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9500 Supervisor	770290-000	\$1,134	\$1,077	5.03%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9506 Chassis	770294-000	\$468	\$445	4.91%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9509 Chassis	770289-000	\$630	\$599	4.92%	N/A	N/A	N/A
Magnitude 3D Controller HBA - 2Gb Fiber Channel	770046-001	\$2,500	\$1,500	40.00%	\$0	\$0	0.00%
McDATA - 4300 12-port switch, Flexport Technology w/4 ports populated.	770282-000	\$5,400	\$3,630	32.78%	See Below	See Below	N/A
McDATA - 4300 4-port Flexport Technology Upgrade Kit, 4 SW SFP Transce	770284-000	\$595	\$565	5.04%	See Below	See Below	N/A
McDATA - 4300 Full Fabric Upgrade License Key	770283-000	\$2,250	\$1,155	48.67%	See Below	See Below	N/A
McDATA - 4500 24-port switch, Flexport Technology with 8 ports populated	770170-000	\$6,970	\$4,450	36.15%	See Below	See Below	N/A
McDATA - 4500 8-port Flexport Technology Upgrade Kit, 4 L/W & S/W LC	770175-000	\$10,641	\$10,109	5.00%	See Below	See Below	N/A
McDATA - 4500 8-port Flexport Technology Upgrade Kit, 8 S/W LC transce	770171-000	\$5,625	\$4,050	28.00%	See Below	See Below	N/A
McDATA - 4500 Product Manager Software	770178-000	\$1,555	\$1,529	1.67%	See Below	See Below	N/A
McDATA - 6064 64-port director switch	770117-000	\$39,764	\$36,916	7.16%	See Below	See Below	N/A
McDATA - 6064 Product Manager software	770124-000	\$15,606	\$15,400	1.32%	See Below	See Below	N/A
McDATA - 6064 power cord (US)	770118-000	\$0	\$0	0.00%	See Below	See Below	N/A

McDATA - Service 4300, 24x7 Warranty Upgrade	770285-000	\$483	\$483	0.00%	N/A	N/A	N/A
McDATA - Service 4300, 3-yr 24x7 Extended Warranty	770286-000	\$2,042	\$2,042	0.00%	N/A	N/A	N/A
McDATA - Service 4500, 24X7 Warranty Upgrade	770172-000	\$911	\$911	0.00%	N/A	N/A	N/A
McDATA - Service 4500, 3-yr 24X7 Extended Warranty	770179-000	\$3,851	\$3,851	0.00%	N/A	N/A	N/A
McDATA - Service 6064, 24X7 Warranty Upgrade	770151-000	\$2,794	\$2,794	0.00%	N/A	N/A	N/A
McDATA - Service 6064, 3-yr 24X7 Extended Warranty	770152-000	\$24,583	\$24,583	0.00%	N/A	N/A	N/A
McDATA - UPM Shortwave 4 port card for 6064 and 6140 media	770119-000	\$4,874	\$4,700	3.57%	See Above	See Above	N/A
Qlogic - 2310F 2Gb HBA	770046-000	\$1,650	\$1,139	30.97%	\$273	\$164	39.93%
Qlogic - 2340- 2Gb PCI-X HBA	770166-000	\$2,056	\$1,321	35.76%	\$340	\$204	40.00%
Qlogic - 2340- 2Gb SBUS HBA	770263-000	\$2,056	\$1,419	30.99%	\$340	\$204	40.00%
Storage Monitor Base Package	770380-000	\$16,667	\$10,000	40.00%	N/A	N/A	N/A
Storage Monitor Additional Magnitude/Magnitude 3D	770381-000	\$5,833	\$3,500	40.00%	N/A	N/A	N/A
Storage Monitor Server Agent	770382-000	\$1,000	\$600	40.00%	N/A	N/A	N/A
Storage Monitor Fibre Switch License	770383-000	\$1,000	\$600	40.00%	N/A	N/A	N/A
Storage Monitor Backup Software Agent CA ArcServe	770384-000	\$1,250	\$750	40.00%	N/A	N/A	N/A
Storage Monitor Backup Software Agent Legato Networker	770385-000	\$8,333	\$5,000	40.00%	N/A	N/A	N/A
Storage Monitor Backup Software Agent SyncSort Backup Express	770386-000	\$8,333	\$5,000	40.00%	N/A	N/A	N/A
Storage Monitor Backup Software Agent Tivoli Storage Manager	770387-000	\$8,333	\$5,000	40.00%	N/A	N/A	N/A
Storage Monitor Backup Software Agent VERITAS Netbacku	770388-000	\$8,333	\$5,000	40.00%	N/A	N/A	N/A
Storage Monitor Backup Software Agent VERITAS Backup Exec	770389-000	\$1,250	\$750	40.00%	N/A	N/A	N/A
Storage Monitor Exchange Agent	770390-000	\$5,000	\$3,000	40.00%	N/A	N/A	N/A
Storage Monitor Oracle Database Agent	770391-000	\$5,000	\$3,000	40.00%	N/A	N/A	N/A
Storage Monitor NetApps Filer Agent	770393-000	\$5,833	\$3,500	40.00%	N/A	N/A	N/A
Storage Monitor Symmetrix Agent	770394-000	\$16,667	\$10,000	40.00%	N/A	N/A	N/A
Drives	Part Number	List Price	WCSA Product Price	% Discount off List	Service List Price - Per 12 Months	WCSA Service - Per 12 Months	% Discount off List
146 GB 10,000RPM Drive	800259-000	\$1,425	\$855	40.00%	\$0	\$0	N/A
146 GB 10,000RPM Drive 14 Pack	800343-000	\$18,955	\$11,370	40.02%	\$0	\$0	N/A
36 GB 15,000RPM Drive	800310-000	\$675	\$405	40.00%	\$0	\$0	N/A
36 GB 15,000RPM Drive 14 Pack	800341-000	\$8,980	\$5,385	40.03%	\$0	\$0	N/A
73 GB 15,000RPM Drive	800261-000	\$1,125	\$675	40.00%	\$0	\$0	N/A
73 GB 15,000RPM Drive 14 Pack	800342-000	\$14,965	\$8,980	39.99%	\$0	\$0	N/A
Software	Part Number	List Price	WCSA Product Price	% Discount off List	Service List Price - Per 12 Months	WCSA Service - Per 12 Months	% Discount off List
3D Cluster Services (2 Node LTU)	800335-000	\$25,000	\$15,000	40.00%	\$3,334	\$2,000	40.01%
3D Control Services	210050-000	\$16,667	\$10,000	40.00%	\$2,000	\$1,200	40.00%
3D Data Services (.6TB LTU)	800344-012	\$28,104	\$16,863	40.00%	\$15,833	\$9,500	40.00%
3D Data Services (1.2TB LTU)	800344-000	\$38,521	\$23,113	40.00%	\$15,833	\$9,500	40.00%
3D Data Services (1.8TB LTU)	800344-019	\$48,938	\$29,363	40.00%	\$15,833	\$9,500	40.00%
3D Data Services (2.4TB LTU)	800344-001	\$59,354	\$35,613	40.00%	\$15,833	\$9,500	40.00%
3D Data Services (3.0TB LTU)	800344-020	\$69,688	\$41,813	40.00%	\$15,833	\$9,500	40.00%
3D Data Services (3.6TB LTU)	800344-002	\$80,000	\$48,000	40.00%	\$15,833	\$9,500	40.00%
3D Data Services Upgrade (.9TB to 1.2TB)	210054-000	\$5,208	\$3,125	40.00%	\$0	\$0	0.00%
3D Data Services Upgrade (1.2TB to 1.8TB)	210054-019	\$10,417	\$6,250	40.00%	\$0	\$0	0.00%
3D Data Services Upgrade (1.8TB to 2.4TB)	210054-001	\$10,417	\$6,250	40.00%	\$0	\$0	0.00%

3D Data Services Upgrade (2.4TB to 3.0TB)	210054-020	\$10,417	\$6,250	40.00%	\$0	\$0	0.00%
3D Data Services Upgrade (2.4TB to 3.6TB)	210054-002	\$10,313	\$6,188	40.00%	\$0	\$0	0.00%
3D Data Services Upgrade (3.6TB to 4.8TB)	210054-003	\$20,000	\$12,000	40.00%	\$0	\$0	0.00%
3D Data Services Upgrade (4.8TB to 6TB)	210054-004	\$18,750	\$11,250	40.00%	\$0	\$0	0.00%
3D Data Services Upgrade (6TB to 8.4TB)	210054-005	\$34,375	\$20,625	40.00%	\$0	\$0	0.00%
3D Data Services Upgrade (8.4TB to 10.8TB)	210054-006	\$34,375	\$20,625	40.00%	\$0	\$0	0.00%
3D Data Services Upgrade (13.2TB to 15.6TB)	210054-007	\$31,250	\$18,750	40.00%	\$0	\$0	0.00%
3D Data Services Upgrade (15.6TB to 20.4TGB)	210054-008	\$59,494	\$35,625	40.12%	\$0	\$0	0.00%
3D Data Services Upgrade (20.4TB to 25.2TB)	210054-009	\$55,736	\$33,375	40.12%	\$0	\$0	0.00%
3D Data Services Upgrade (25.2TB to 30TB)	210054-010	\$53,858	\$32,250	40.12%	\$0	\$0	0.00%
3D Data Services Upgrade (30TB to 34.8TB)	210054-011	\$43,838	\$26,250	40.12%	\$0	\$0	0.00%
3D Geo-Replication Services (1 Cluster LTU)	210053-000	\$41,667	\$25,000	40.00%	\$3,667	\$2,200	40.01%
3D Geo-Replication Services (2 Cluster LTU)	210053-001	\$81,667	\$49,000	40.00%	\$7,333	\$4,400	40.00%
Magnitude Management Service (1 Magnitude)	210055-000	\$16,667	\$10,000	40.00%	\$0	\$0	0.00%
Professional Services	Part Number	List Price	WSCA Product Price	% Discount off List			
Field Installation: AMCO Rack	000131-000	\$833	\$500	39.98%			
Field Installation: Cisco 9120 or 9140 Switch	000126-000	\$2,583	\$1,550	40.00%			
Field Installation: Cisco 9216 Switch	000128-000	\$3,250	\$1,950	40.00%			
Field Installation: Cisco Director Switch	000129-000	\$9,917	\$5,950	40.00%			
Field Installation: Fiber Drive Bay	010011-000	\$2,083	\$1,250	40.00%			
Field Installation: Fiber Channel Switch	010004-000	\$4,000	\$1,250	68.75%			
Field Installation: ICON	010012-000	\$1,667	\$1,000	40.00%			
Field Installation: Magnitude 3D Cluster	010015-000	\$11,667	\$7,000	40.00%			
Field Installation: Magnitude 3D Edge	000143-000	\$8,333	\$5,000	40.00%			
Field Installation: Magnitude 3D Edge to Cluster Update	000144-000	\$8,333	\$5,000	40.00%			
Field Service: Hourly Rate	010005-000	\$425	\$250	41.18%			
Field Service: Data Assurance Relocation	000171-000	\$0	\$0	0.00%			
Integration Bundle: Magnitude 3D Edge	000145-000	\$8,333	\$5,000	40.00%			
Integration Bundle: Magnitude 3D Cluster	000133-000	\$19,167	\$11,500	40.00%			
Server Management Assistance: Up to 4 hours	000146-000	\$1,667	\$1,000	40.01%			
Server Management Assistance: Up to 8 hours	020002-000	\$3,333	\$2,000	39.99%			
Standard Shipping	020112-000	\$1,667	\$1,000	40.00%			
Storage Monitor Installation Assistance	000151-000	\$1,667	\$1,000	40.01%			
Training: CXE-3D	000159-000	\$4,166	\$2,500	39.99%			
Training: Advanced CXE-3D	000152-000	\$5,750	\$3,500	39.13%			
Training: Upgrade CXE-3D to Advanced CXE-3D	000153-000	\$1,667	\$1,000	40.01%			
Other Hardware Pricing	Part Number	List Price	WSCA Product Price	% Discount off List	Service List Price - Per 12 Months	WSCA Service - Per 12 Months	% Discount off List
Fibre Drive Bay	770056-000	\$7,500	\$4,500	40.00%	\$500	\$300	40.00%
Power Distribution Unit	710103-000	\$665	\$399	40.00%			
Rack AMCO 19" 42U Buyout for Drop Shipment	770035-000	\$2,000	\$1,500	25.00%			
Shipping Materials: Accessory Box	640003-000	\$34	\$18	47.06%			

For informational purposes only, the following "Services" and corresponding Part Numbers are provided.							
Service	Part Number						
3rd Party XPERTcare (quantity in months)	020109-000						
Software XPERTcare (quantity in months)	020110-000						
Standard Warratny (36 Months)	020118-000						
Warranty Extension (quantity in months)	020111-000						

"Magnitude" Price List for WSCA Master Price Agreement - Dated 11/16/04

System	Part Number	List Price	WSCA Product Price	% Discount off List	List Price - Per 12 Months	WSCA Service - Per 12 Months	% Discount off List
Base Magnitude 110V with 4 active ports - See Note 1	800090-000	\$20,000	\$12,000	40.00%			
Warranty Extension - After 3 Year Warranty (Per 12 Months/1 Year)	020115-000				\$2,667	\$1,600	40.00%
Magnitude Expansion Cabinet 110V - See Note 1	800085-000	\$16,667	\$10,000	40.00%			
Warranty Extension - After 3 Year Warranty (Per 12 Months/1 Year)	020115-000				\$1,333	\$800	39.98%
Magnitude SANBuilder .5 TB Bundle 110V - See Note 1	800200-000	\$58,663	\$35,198	40.00%			
Warranty Extension - Hardware - After 3 Year Warranty (Per 12 Months/1 Year)	020115-000				\$2,667	\$1,612	39.56%
Software XPERTcare -(Per 12 Months/1 Year)	020114-000				\$10,833	\$6,500	40.00%
Magnitude SANBuilder 1 TB Bundle 110V - See Note 1	800356-000	\$77,953	\$46,772	40.00%			
Warranty Extension - After 3 Year Warranty (Per 12 Months/1 Year)	020115-000				\$2,667	\$1,612	39.56%
Software XPERTcare (Per 12 Months/1 Year)	020114-000				\$10,833	\$6,500	40.00%
Rack Mount Magnitude Base Unit 110V - See Note 1	800154-000	\$20,000	\$12,000	40.00%			
Warranty Extension - After 3 Year Warranty (Per 12 Months/1 Year)	020115-000				\$2,667	\$1,612	39.56%
Rack Mount Magnitude Expansion 110V - See Note 1	800171-000	\$16,667	\$10,000	40.00%			
Warranty Extension - After 3 Year Warranty (Per 12 Months/1 Year)	020115-000				\$1,333	\$800	39.98%
Rack Mount Magnitude SANBuilder .5 TB Bundle 110V - See Note 1	800263-000	\$58,663	\$35,198	40.00%			
Warranty Extension - After 3 Year Warranty (Per 12 Months/1 Year)	020115-000				\$2,667	\$1,612	39.56%
Software XPERTcare (Per 12 Months/1 Year)	020114-000				\$10,833	\$6,500	40.00%

Note 1 – Standard Shipping Charges of \$1,000 apply. Reference Part Number 020004-00 under Professional Services Section

Connectivity	Part Number	List Price	WSCA Product Price	% Discount off List	Service List Price - Per 12 Months	WSCA Service - Per 12 Months	% Discount off List
Brocade - 12000 16 Port Fibre Channel Switching Blade	770082-000	\$34,860	\$22,999	34.02%	See Below	See Below	N/A
Brocade - 12000 basic install & config service (2 days)	770199-000	\$6,250	\$5,000	20.00%	See Below	See Below	N/A
Brocade - 12000 Country Kit for North America / Japan	770075-000	\$290	\$257	11.38%	See Below	See Below	N/A
Brocade - 12000 Service Plan - 128 port High Availability 1 year	770183-000	\$7,169	\$7,169	0.00%	N/A	N/A	N/A
Brocade - 12000 Service Plan - 16 port blade High Availability 1 year	770187-000	\$747	\$747	0.00%	N/A	N/A	N/A
Brocade - 12000 Service Plan - 32 port High Availability 1 year	770185-000	\$2,683	\$2,683	0.00%	N/A	N/A	N/A
Brocade - 12000 Service Plan - 32 port Mission Critical 1 year	770186-000	\$5,224	\$5,224	0.00%	N/A	N/A	N/A
Brocade - 12000 Service Plan - 64 port High Availability 1 year	770181-000	\$4,180	\$4,180	0.00%	N/A	N/A	N/A
Brocade - 3200 8-port, 2GB Full-Fabric Switch	770164-000	\$8,499	\$5,499	35.30%	\$1,406	\$844	39.97%
Brocade - 3200 Upgrade Entry-fabric to Full-fabric with Multi-switch	770054-000	\$3,000	\$2,655	11.50%	\$496	\$298	39.92%
Brocade - 3200 Upgrade Entry-fabric to Full-fabric with Ultra Software	770055-000	\$5,000	\$4,425	11.50%	\$827	\$496	40.02%
Brocade - 3800 16-port Switch	770041-000	\$22,499	\$12,499	44.45%	\$3,722	\$2,233	40.01%
Brocade - 3800 Extra Slide Rack Mount Kit	770165-000	\$300	\$275	8.33%	\$50	\$30	40.00%
Brocade - 3900 32-Port, 2Gb Switch	770247-000	\$44,999	\$29,999	33.00%	N/A	N/A	N/A

Brocade - 3900 Basic SW install & config service 1 - 2 switches (2 days)	770267-000	\$6,250	\$5,000	20.00%	N/A	N/A	N/A
Brocade - 3900 Service Plan - 32 port High Availability (4 hr) 1 year	770266-000	\$2,636	\$2,109	20.00%	N/A	N/A	N/A
Brocade - Advanced Performance Monitoring Software for 2Gb Switches	770048-000	\$2,000	\$1,770	11.50%	\$331	\$199	39.88%
Brocade - Extended Fabric Support Software for 2Gb Switches	770047-000	\$2,000	\$1,770	11.50%	\$331	\$199	39.88%
Brocade - Fabric Watch Software for 2Gb Switches	770043-000	\$1,800	\$1,593	11.50%	\$300	\$180	40.00%
Brocade - GBIC - Long-Wave Optical GBIC (10KM) 1 Gb	770018-000	\$895	\$537	40.00%	\$148	\$89	39.86%
Brocade - GBIC - Short Wave Optical GBIC	770003-000	\$395	\$356	9.87%	\$65	\$39	40.00%
Brocade - Inter-switch Trunking for 2Gb Switches	770042-000	\$2,500	\$2,213	11.48%	\$414	\$248	40.10%
Brocade - QuickLoop Software for 2Gb Switches	770044-000	\$1,250	\$1,106	11.52%	\$207	\$124	40.10%
Brocade - Software Bundle for 3800 only: Enterprise	770050-000	\$3,440	\$3,044	11.51%	\$569	\$342	39.89%
Brocade - Software Bundle for 3800 only: Ultra	770051-000	\$7,640	\$6,671	12.68%	\$1,264	\$758	40.03%
Brocade - Software for 12000 Extended Fabrics	770081-000	\$12,000	\$10,620	11.50%	N/A	N/A	N/A
Cable - 20m LC Duplex/LC Duplex Fiber Optic Patch Cord	840056-002	\$138	\$83	39.86%	\$43	\$26	39.53%
Cable - 20m SC Duplex/LC Duplex Fiber Optic Patch Cord	840055-002	\$121	\$73	39.67%	\$37	\$23	37.84%
Cable - 20mSC Duplex/SC Duplex Fiber Optic Patch Cord	840059-002	\$195	\$125	35.90%	\$35	\$20	42.86%
Cable - 2 m LC Duplex/LC Duplex Fiber Optic Patch Cord	840056-005	\$108	\$63	41.67%	\$35	\$20	42.86%
Cable - 5 m LC Duplex/LC Duplex Fiber Optic Patch Cord	840056-000	\$108	\$65	39.81%	\$34	\$20	41.18%
Cable - 5 m SC Duplex/LC Duplex Fiber Optic Patch Cord	840055-000	\$91	\$55	39.56%	\$29	\$17	41.38%
Cisco - 1 Gbps Ethernet - SW SFP, LC	770304-000	\$750	\$525	30.00%	N/A	N/A	N/A
Cisco - 2Gbps Fibre Channel-LW Small Form-Factor Pluggable, LC	770236-000	\$1,200	\$850	29.17%	See Below	See Below	N/A
Cisco - 2Gbps Fibre Channel-SW Small Form-Factor Pluggable, LC	770235-000	\$500	\$320	36.00%	See Below	See Below	N/A
Cisco - AC Power Cord North America (110 VAC) 9120, 9140, 9216	770246-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - Enterprise Package license for 1 MDS 9100 switch	770366-000	\$7,000	\$5,000	0.00%	N/A	N/A	N/A
Cisco - Enterprise Package license for 1 MDS 9216 switch	770365-000	\$7,500	\$5,350	0.00%	N/A	N/A	N/A
Cisco - Enterprise Package license for 1 MDS 9500 director	770364-000	\$25,000	\$17,850	0.00%	N/A	N/A	N/A
Cisco - Fabric Manager Server license for 1 MDS 9100 switch	770369-000	\$6,944	\$4,950	0.00%	N/A	N/A	N/A
Cisco - Fabric Manager Server license for 1 MDS 9216 switch	770368-000	\$6,944	\$4,950	0.00%	N/A	N/A	N/A
Cisco - Fabric Manager Server license for 1 MDS 9500 director	770367-000	\$20,833	\$14,875	0.00%	N/A	N/A	N/A
Cisco - MDS 9000 16-port 1 / 2Gbps FC Module (SFPs sold separately)	770233-000	\$22,000	\$15,725	28.52%	See Below	See Below	N/A
Cisco - MDS 9000 32-port 1 / 2Gbps FC Module (SFPs sold separately)	770234-000	\$23,000	\$16,425	28.59%	See Below	See Below	N/A
Cisco - MDS 9000 IP Services Module with iSCSI (SFPs sold separately)	770303-000	\$34,000	\$24,275	0.00%	N/A	N/A	N/A
Cisco - MDS 9000 Port Analyzer AC Power Cable	770320-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - MDS 9000 Port Analyzer Adaptor	770271-000	\$3,250	\$2,325	28.46%	See Below	See Below	N/A
Cisco - MDS 9120 20-Port FC Switch (SFPs sold separately)	770309-000	\$18,000	\$12,850	28.61%	See Below	See Below	N/A
Cisco - MDS 9120,9140 Standard SAN-OS Software	770311-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - MDS 9140 40-Port FC Switch (SFPs sold separately)	770310-000	\$25,000	\$17,850	28.60%	See Below	See Below	N/A
Cisco - MDS 9200 FCIP license for IP Storage module	770306-000	\$15,625	\$11,150	0.00%	N/A	N/A	N/A
Cisco - MDS 9216 16-port 2Gbps FC + 1-slot Modular Switch (SFPs sold	770232-000	\$22,000	\$15,725	28.52%	See Below	See Below	N/A
Cisco - MDS 9216 Standard SAN-OS Software	770312-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - MDS 9500 FCIP license for IP Storage module	770305-000	\$15,624	\$11,150	0.00%	N/A	N/A	N/A
Cisco - MDS 9500 Standard SAN-OS Software	770313-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - MDS 9500 Sup Compact Flash Disk, 512MB	770250-000	\$3,000	\$2,150	28.33%	See Below	See Below	N/A
Cisco - MDS 9500 Supervisor/Fabric I Primary/Redundant	770248-000	\$21,000	\$15,000	28.57%	See Below	See Below	N/A
Cisco - MDS 9506 1900W AC Power Supply Primary/Redundant	770269-000	\$4,000	\$2,850	28.75%	See Below	See Below	N/A
Cisco - MDS 9506 Chassis Six Slot Chassis	770268-000	\$10,000	\$7,150	28.50%	See Below	See Below	N/A
Cisco - MDS 9506 Power Cord, 250Vac, straight blade NEMA 6-20 plug,	770318-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - MDS 9506 Power Cord, 250Vac, twist lock NEMA L6-20 plug, US	770319-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - MDS 9509 2500W AC Power Supply Primary/Redundant	770252-000	\$4,000	\$2,850	28.75%	See Below	See Below	N/A
Cisco - MDS 9509 Chassis Nine Slot Chassis	770251-000	\$12,000	\$8,575	28.54%	See Below	See Below	N/A

Cisco - MDS 9509 Power Cord, 250Vac, straight blade NEMA 6-20 plug, US	770244-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - MDS 9509 Power Cord, 250Vac, twist lock NEMA L6-20 plug, US	770245-000	\$0	\$0	0.00%	N/A	N/A	N/A
Cisco - SASU for Enterprise Package MDS 9100	770372-000	\$560	\$532	5.00%	N/A	N/A	N/A
Cisco - SASU for Enterprise Package MDS 9216	770371-000	\$600	\$570	5.00%	N/A	N/A	N/A
Cisco - SASU for Enterprise Package MDS 9500	770370-000	\$2,000	\$1,900	5.00%	N/A	N/A	N/A
Cisco - SASU for Fabric Manager Server MDS 9100	770375-000	\$534	\$507	5.06%	N/A	N/A	N/A
Cisco - SASU for Fabric Manager Server MDS 9216	770374-000	\$534	\$507	5.06%	N/A	N/A	N/A
Cisco - SASU for Fabric Manager Server MDS 9500	770373-000	\$1,600	\$1,520	5.00%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 24x7x4hrs MDS 9000 16 Port Module	770298-000	\$1,999	\$1,899	5.00%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 24x7x4hrs MDS 9000 32 Port Module	770299-000	\$2,199	\$2,089	5.00%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 24x7x4hrs MDS 9000 Port Analyzer	770302-000	\$340	\$323	5.00%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 24x7x4hrs MDS 9216 Switch	770300-000	\$2,091	\$1,986	5.00%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 24x7x4hrs MDS 9500 Supervisor	770297-000	\$1,814	\$1,723	5.02%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 24x7x4hrs MDS 9506 Chasis	770301-000	\$748	\$711	4.95%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 24x7x4hrs MDS 9509 Chasis	770296-000	\$1,008	\$958	4.96%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 24x7x4hrs MDS 9000 IP Services Module	770308-000	\$2,912	\$2,766	5.01%	N/A	N/A	N/A
Cisco - SMARTnet Onsite24x7x4hrs MDS 9120 Switch	770317-000	\$1,944	\$1,847	4.99%	N/A	N/A	N/A
Cisco - SMARTnet Onsite24x7x4hrs MDS9140 Switch	770316-000	\$2,430	\$2,309	4.98%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9000 16 Port Module	770291-000	\$1,249	\$1,187	4.96%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9000 32 Port Module	770292-000	\$1,374	\$1,305	5.02%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9000 IP Services Module	770307-000	\$1,820	\$1,729	5.00%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9000 Port Analyzer	770295-000	\$213	\$202	5.00%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9120 Switch	770315-000	\$1,215	\$1,154	5.02%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9140 Switch	770314-000	\$1,518	\$1,442	5.01%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9216 Switch	770293-000	\$1,307	\$1,242	5.00%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9500 Supervisor	770290-000	\$1,137	\$1,077	5.28%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9506 Chasis	770294-000	\$468	\$445	4.91%	N/A	N/A	N/A
Cisco - SMARTnet Onsite 8x5xNBD MDS 9509 Chasis	770289-000	\$630	\$599	4.92%	N/A	N/A	N/A
Crossroads - SA Cable VHDCI-HDCI 4M kit	770207-000	\$820	\$740	9.76%	See Below	See Below	N/A
Crossroads - SA Cable VHDCI-HDCI 8M kit	770208-000	\$1,015	\$915	9.85%	See Below	See Below	N/A
Crossroads - SA Cable VHDCI-VHDCI 4M kit	770209-000	\$850	\$765	10.00%	See Below	See Below	N/A
Crossroads - SA Cable VHDCI-VHDCI 8M kit	770210-000	\$1,050	\$945	10.00%	See Below	See Below	N/A
Crossroads - SA20 - LVD Server Attached Router	770200-000	\$15,599	\$14,820	4.99%	See Below	See Below	N/A
Crossroads - SA40 - LVD Server Attached Router	770201-000	\$27,599	\$26,220	5.00%	See Below	See Below	N/A
Crossroads - SA40 - Spare Fan Module	770230-000	\$439	\$419	4.56%	See Below	See Below	N/A
Crossroads - SA40 - Spare FC Module	770229-000	\$8,279	\$7,865	5.00%	See Below	See Below	N/A
Crossroads - SA40 - Spare LVD Chassis	770227-000	\$13,799	\$13,100	5.07%	See Below	See Below	N/A
Crossroads - SA40 - Spare LVD Module	770228-000	\$5,519	\$5,240	5.06%	See Below	See Below	N/A
Crossroads - SA40 - Spare Power Supply	770231-000	\$1,799	\$1,075	40.24%	See Below	See Below	N/A
Crossroads - Service SA20 1 year	770219-000	\$2,260	\$2,055	9.07%	N/A	N/A	N/A
Crossroads - Service SA20 3 year	770220-000	\$5,330	\$4,845	9.10%	N/A	N/A	N/A
Crossroads - Service SA40 1 year	770221-000	\$4,995	\$4,540	9.11%	N/A	N/A	N/A
Crossroads - Service SA40 3 year	770222-000	\$11,785	\$10,715	9.08%	N/A	N/A	N/A
Crossroads - Software SA20/40 (1) host w/LUN Zoning	770211-000	\$1,250	\$1,250	0.00%	See Above	See Above	N/A
Crossroads - Software SA20/40 additional host w/LUN Zoning	770212-000	\$750	\$750	0.00%	See Above	See Above	N/A
Magnitude - 2Gb Fibre Channel Host Adapter Board	830051-000	\$2,595	\$1,356	47.75%	\$0	\$0	0.00%
McDATA - 3216/3232 (1) media, Short-Wave Transceiver	770131-000	\$312	\$296	5.13%	See Below	See Below	N/A
McDATA - 3216/3232 8-port Flexport Upgrade Kit	770128-000	\$11,075	\$10,521	5.00%	See Below	See Below	N/A

McDATA - 3216/3232 Long-Wave Transceiver 35km	770141-000	\$2,110	\$2,005	4.98%	See Below	See Below	N/A
McDATA - 3216/3232 power cord (US)	770144-000	\$0	\$0	0.00%	See Below	See Below	N/A
McDATA - 3232 32-port switch	770126-000	\$39,245	\$37,283	5.00%	See Below	See Below	N/A
McDATA - 3232 32-port switch with Flexport	770127-000	\$23,753	\$22,565	5.00%	See Below	See Below	N/A
McDATA - 3232 Product Manager software	770129-000	\$4,500	\$4,275	5.00%	See Below	See Below	N/A
McDATA - 4300 12-port switch, Flexport Technology w/4 ports populated.	770282-000	\$5,400	\$3,630	32.78%	See Below	See Below	N/A
McDATA - 4300 4-port Flexport Technology Upgrade Kit, 4 SW SFP Transceivers	770284-000	\$595	\$565	5.04%	See Below	See Below	N/A
McDATA - 4300 Full Fabric Upgrade License Key	770283-000	\$2,250	\$1,155	48.67%	See Below	See Below	N/A
McDATA - 4500 24-port switch, Flexport Technology with 8 ports populated	770170-000	\$6,970	\$4,450	36.15%	See Below	See Below	N/A
McDATA - 4500 8-port Flexport Technology Upgrade Kit, 4 L/W & S/W LC	770175-000	\$10,641	\$10,109	5.00%	See Below	See Below	N/A
McDATA - 4500 8-port Flexport Technology Upgrade Kit, 8 S/W LC transceivers	770171-000	\$5,625	\$4,050	28.00%	See Below	See Below	N/A
McDATA - 4500 Product Manager Software	770178-000	\$1,555	\$1,529	1.67%	See Below	See Below	N/A
McDATA - 6064 64-port director switch	770117-000	\$38,970	\$37,022	5.00%	See Below	See Below	N/A
McDATA - 6064 Element Manager software	770124-000	\$15,606	\$15,400	1.32%	See Below	See Below	N/A
McDATA - 6064 power cord (US)	770118-000	\$0	\$0	0.00%	See Below	See Below	N/A
McDATA - Cabinet, Expansion	770142-000	\$9,000	\$8,550	5.00%	N/A	N/A	N/A
McDATA - Cabinet, Management	770143-000	\$20,520	\$18,703	8.85%	See Below	See Below	N/A
McDATA - IPS 3300 Base unit	770086-000	\$27,996	\$26,596	5.00%	See Above	See Above	N/A
McDATA - IPS 3300 Hardware Maintenance one (1) year 24x7	770356-000	\$4,949	\$4,949	0.00%	N/A	N/A	N/A
McDATA - IPS3300 1 year additional HW & SW Premium Support	770089-000	\$2,310	\$2,310	0.00%	See Above	See Above	N/A
McDATA - IPS 3300 Software Maintenance-WAN, 1-yr (IPS3300)	770358-000	\$1,583	\$1,583	0.00%	N/A	N/A	N/A
McDATA - IPS 4300 Base unit	770107-000	\$42,332	\$40,215	5.00%	See Above	See Above	N/A
McDATA - IPS 4300 Hardware Maintenance one (1) year 24x7	770357-000	\$7,259	\$7,259	0.00%	N/A	N/A	N/A
McDATA - IPS4300 1 year additional HW & SW Premium Support	770109-000	\$3,388	\$3,388	0.00%	See Above	See Above	N/A
McDATA - IPS 4300 Software Maintenance-WAN, 1-yr (IPS4300)	770359-000	\$1,583	\$1,583	0.00%	N/A	N/A	N/A
McDATA - IPS Fibre Channel GBIC for up to 550m Multi-mode (IPS 3300 only)	770098-000	\$550	\$475	13.64%	See Above	See Above	N/A
McDATA - IPS Fibre Channel GBIC Module with SC connector for up to 10Km over Single-mode fiber (SMF) (IPS 3300 only)	770099-000	\$2,200	\$2,090	5.00%	See Above	See Above	N/A
McDATA - IPS Fibre Channel SFP module with LC connector 10k (IPS4300 only)	770111-000	\$1,071	\$1,015	5.23%	See Above	See Above	N/A
McDATA - IPS Gigabit Ethernet GBIC for up to 550m Multi-mode (IPS 3300 only)	770100-000	\$550	\$520	5.45%	See Above	See Above	N/A
McDATA - IPS Gigabit Ethernet GBIC Module with SC connector, 10k (IPS3300 only)	770352-000	\$2,200	\$2,090	5.00%	See Above	See Above	N/A
McDATA - IPS Gigabit Ethernet SFP module with LC connector 10k (IPS4300 only)	770353-000	\$1,071	\$1,015	5.23%	See Above	See Above	N/A
McDATA - IPS SANvergence Manager Enterprise Software release 4.1	770348-000	\$4,000	\$3,544	11.40%	See Above	See Above	N/A
McDATA - IPS SANvergence Manager Standard Software release 4.1	770347-000	\$2,000	\$1,900	5.00%	See Above	See Above	N/A
McDATA - IPS SANvergence Mgr Enterprise Maint and Support, 1-yr	770350-000	\$900	\$900	0.00%	See Above	See Above	N/A
McDATA - IPS SANvergence Mgr Standard Maint and Support, 1-yr	770349-000	\$360	\$360	0.00%	See Above	See Above	N/A
McDATA - IPS Software IPS3300	770189-000	\$0	\$0	0.00%	See Above	See Above	N/A
McDATA - IPS Software IPS4300	770193-000	\$0	\$0	0.00%	See Above	See Above	N/A
McDATA - IPS Software with compression (IPS 3300 only)	770101-000	\$7,036	\$6,700	4.78%	See Above	See Above	N/A
McDATA - IPS Software with compression (IPS 4300 only)	770113-000	\$7,036	\$6,700	4.78%	See Above	See Above	N/A
McDATA - IPS Std. Power Cord for IPS 3300/4300	770087-000	\$0	\$0	0.00%	See Above	See Above	N/A
McDATA - IPS Switch installation per unit during normal business hours	770090-000	\$2,500	\$2,500	0.00%	N/A	N/A	N/A
McDATA - IPS Tri-mode SFP module with LC connector SW (IPS4300)	770354-000	\$312	\$295	5.45%	See Above	See Above	N/A
McDATA - Rack Mount Kit (Intrepid 6064)	770125-000	\$216	\$205	5.09%	See Below	See Below	N/A
McDATA - Rack Mount Kit (Sphereon 3216 or 3232)	770133-000	\$200	\$190	5.00%	See Below	See Below	N/A
McDATA - Rack Mount Kit (Sphereon 4500)	770177-000	\$200	\$190	5.00%	See Below	See Below	N/A
McDATA - Service 3232, 24X7 Warranty Upgrade	770154-000	\$1,922	\$1,922	0.00%	N/A	N/A	N/A
McDATA - Service 3232, 3-yr 24X7 Extended Warranty	770155-000	\$8,125	\$7,720	4.98%	N/A	N/A	N/A

McDATA - Service 4300, 24x7 Warranty Upgrade	770285-000		\$420	\$420	0.00%	N/A	N/A	N/A
McDATA - Service 4300, 3-yr 24x7 Extended Warranty	770286-000		\$1,776	\$1,776	0.00%	N/A	N/A	N/A
McDATA - Service 4500, 24X7 Warranty Upgrade	770172-000		\$911	\$911	0.00%	N/A	N/A	N/A
McDATA - Service 4500, 3-yr 24X7 Extended Warranty	770179-000		\$3,851	\$3,851	0.00%	N/A	N/A	N/A
McDATA - Service 6064, 24X7 Warranty Upgrade	770151-000		\$2,794	\$2,794	0.00%	N/A	N/A	N/A
McDATA - Service 6064, 3-yr 24X7 Extended Warranty	770152-000		\$24,583	\$24,583	0.00%	N/A	N/A	N/A
McDATA - UPM Shortwave 4 port card for 6064 and 6140 media	770119-000		\$4,874	\$4,700	3.57%	See Below	See Below	N/A
QLogic - 2202FS SBUS HBA (Sparc Solaris -Sbus)	770045-000		\$4,094	\$2,850	30.38%	\$573	\$409	28.62%
QLogic - 2310F 2Gb HBA	770046-000		\$1,650	\$1,139	30.97%	\$231	\$165	28.57%
QLogic - 2340-BK 2 GB HBA	770166-000		\$2,056	\$1,321	35.76%	\$288	\$206	28.47%
QLogic - QSB2340 2Gb 25MHz Sbus Server HBA	770263-000		\$2,056	\$1,419	30.99%	\$288	\$206	28.47%
Storage Monitor Backup Software Agent Legato Networker	770385-000		\$8,333	\$5,000	40.00%	N/A	N/A	N/A
Storage Monitor Backup Software Agent SyncSort Backup Express	770386-000		\$8,333	\$5,000	40.00%	N/A	N/A	N/A
Storage Monitor Backup Software Agent Tivoli Storage Manager	770387-000		\$8,333	\$5,000	40.00%	N/A	N/A	N/A
Storage Monitor Oracle Database Agent	770391-000		\$5,000	\$3,000	40.00%	N/A	N/A	N/A
Storage Monitor Additional Magnitude/Magnitude 3D	770381-000		\$5,833	\$3,500	40.00%	N/A	N/A	N/A
Storage Monitor Backup Software Agent CA ArcServe	770384-000		\$1,250	\$750	40.00%	N/A	N/A	N/A
Storage Monitor Backup Software Agent VERITAS Backup Exec	770389-000		\$1,250	\$750	40.00%	N/A	N/A	N/A
Storage Monitor Backup Software Agent VERITAS Netbacku	770388-000		\$8,333	\$5,000	40.00%	N/A	N/A	N/A
Storage Monitor Base Package	770380-000		\$16,667	\$10,000	40.00%	N/A	N/A	N/A
Storage Monitor Exchange Agent	770390-000		\$5,000	\$3,000	40.00%	N/A	N/A	N/A
Storage Monitor Fibre Switch License	770383-000		\$1,000	\$600	40.00%	N/A	N/A	N/A
Storage Monitor NetApps Filer Agent	770393-000		\$5,833	\$3,500	40.00%	N/A	N/A	N/A
Storage Monitor Server Agent	770382-000		\$1,000	\$600	40.00%	N/A	N/A	N/A
Storage Monitor Symmetrix Agent	770394-000		\$16,667	\$10,000	40.00%	N/A	N/A	N/A
Drives	Part Number	List Price	WSCA Product Price	% Discount off List	Service List Price - Per 12 Months	WSCA Service - Per 12 Months	% Discount off List	
146 GB 10,000RPM Drive with Capacity License	800266-000	\$7,125	\$4,275	40.00%	\$0	\$0	N/A	
146 GB 10,000RPM Raw Drive Only (Requires Magnitude Software Release 9.30)	800260-000	\$1,190	\$715	39.92%	\$0	\$0	N/A	
36 GB 15,000RPM Drive w/Capacity License	800306-000	\$2,095	\$1,257	40.00%	\$0	\$0	N/A	
36 GB 15,000RPM Raw Drive Only (Requires Magnitude Software Release 9.30)	800307-000	\$560	\$335	40.18%	\$0	\$0	N/A	
73 GB 10,000RPM Drive w/Capacity License	800046-000	\$3,620	\$2,172	40.00%	\$0	\$0	N/A	
73 GB 10,000RPM Raw Drive Only (Requires Magnitude Software Release 9.30)	800248-000	\$640	\$385	39.84%	\$0	\$0	N/A	
73 GB 15,00RPM Drive w/Capacity License	800262-000	\$3,987	\$2,392	40.00%	\$0	\$0	N/A	
73 GB 15,000RPM Raw Drive Only (Requires Magnitude Software Release 9.30)	800268-000	\$960	\$575	40.10%	\$0	\$0	N/A	
Software	Part Number	List Price	WSCA Product Price	% Discount off List	Service List Price - Per 12 Months	WSCA Service - Per 12 Months	% Discount off List	
Additional 4-port FC Switch Activation	210061-000	\$16,667	\$10,000	40.00%	\$0	\$0	N/A	
Magnitude Control Services	800351-000	\$10,000	\$6,000	40.00%	\$2,000	\$1,200	40.00%	
Magnitude Data Services (.6 TB LTU)	800353-001	\$25,887	\$15,533	40.00%	\$10,833	\$6,500	40.00%	
Magnitude Data Services (.9 TB LTU)	800353-002	\$30,706	\$18,424	40.00%	\$10,833	\$6,500	40.00%	

Magnitude Data Services (1.2 TB LTU)	800353-003	\$35,525	\$21,315	40.00%	\$10,833	\$6,500	40.00%
Magnitude Data Services (1.5 TB LTU)	800353-004	\$40,343	\$24,206	40.00%	\$10,833	\$6,500	40.00%
Magnitude Data Services (1.8 TB LTU)	800353-005	\$45,162	\$27,098	40.00%	\$10,833	\$6,500	40.00%
Magnitude Data Services (2.4 TB LTU)	800353-006	\$54,800	\$32,880	40.00%	\$10,833	\$6,500	40.00%
Magnitude Data Services (3.0 TB LTU)	800353-007	\$64,437	\$38,663	40.00%	\$10,833	\$6,500	40.00%
Magnitude Data Services (3.6 TB LTU)	800353-008	\$74,075	\$44,445	40.00%	\$10,833	\$6,500	40.00%
Magnitude Data Services Upgrade (.3 TB to .6 TB LTU)	210060-001	\$4,819	\$2,891	40.01%	\$0	\$0	N/A
Magnitude Data Services Upgrade (.6 TB to .9 TB LTU)	210060-002	\$4,819	\$2,891	40.01%	\$0	\$0	N/A
Magnitude Data Services Upgrade (.9 TB to 1.2 TB LTU)	210060-003	\$4,819	\$2,891	40.01%	\$0	\$0	N/A
Magnitude Data Services Upgrade (1.2 TB to 1.5 TB LTU)	210060-004	\$4,819	\$2,891	40.01%	\$0	\$0	N/A
Magnitude Data Services Upgrade (1.5 TB to 1.8 TB LTU)	210060-005	\$4,819	\$2,891	40.01%	\$0	\$0	N/A
Magnitude Data Services Upgrade (1.8 TB to 2.4 TB LTU)	210060-006	\$9,637	\$5,783	39.99%	\$0	\$0	N/A
Magnitude Data Services Upgrade (2.4 TB to 3.0 TB LTU)	210060-007	\$9,637	\$5,783	39.99%	\$0	\$0	N/A
Magnitude Data Services Upgrade (3.0 TB to 3.6 TB LTU)	210060-008	\$9,637	\$5,783	39.99%	\$0	\$0	N/A
Magnitude Data Services Upgrade (3.6 TB to 4.8TB LTU)	210060-009	\$19,275	\$11,565	40.00%	\$0	\$0	N/A
Magnitude Data Services Upgrade (4.8 TB to 6.0 TB LTU)	210060-010	\$19,275	\$11,565	40.00%	\$0	\$0	N/A
Magnitude Data Services Upgrade (6.0 TB to 7.2TB LTU)	210060-011	\$19,275	\$11,565	40.00%	\$0	\$0	N/A
Magnitude Data Services Upgrade (7.2 TB to 9.6TB LTU)	210060-012	\$38,550	\$23,130	40.00%	\$0	\$0	N/A
Magnitude Geo-Replication Services	800352-000	\$29,167	\$17,500	40.00%	\$4,167	\$2,500	40.00%
Magnitude - SANBuilder Upgrade 2 Ports to 4 Ports (includes 2 FC HABs)	880018-000	\$13,333	\$8,000	40.00%	\$0	\$0	N/A
REDI Control Magnitude Software (1 license per Magnitude)	210009-000	\$667	\$400	40.00%	\$0	\$0	N/A
Professional Services	Part Number	List Price	WSCA Product Price	% Discount off List			
Field Installation: AMCO Rack	000131-000	\$833	\$500	40.00%			
Field Installation: Cisco 9120 or 9140 Switch	000126-000	\$2,583	\$1,550	40.00%			
Field Installation: Cisco 9216 Switch	000128-000	\$3,250	\$1,950	40.00%			
Field Installation: Cisco Director Switch	000129-000	\$9,917	\$5,950	40.00%			
Field Installation: Convert Magnitude to Rack Mount	010008-000	\$1,667	\$1,000	40.00%			
Field Installation: Expansion Cabinet	000123-000	\$5,825	\$3,495	40.00%			
Field Installation: Fibre Channel Switch	010004-000	\$2,083	\$1,250	39.99%			
Field Installation: Magnitude	010001-000	\$7,492	\$4,495	40.00%			
Integration Bundle: Magnitude	000124-000	\$13,742	\$8,245	40.00%			
Integration Bundle: SANbuilder	000132-000	\$6,250	\$3,750	40.00%			
Server Management Assistance: Up to 4 hours	000146-000	\$1,667	\$1,000	40.00%			
Server Management Assistance: Up to 8 hours	020002-000	\$3,333	\$2,000	40.00%			
Standard Shipping	020004-000	\$1,667	\$1,000	40.00%			
Storage Monitor Installation Assistance	000151-000	\$1,667	\$1,000	40.01%			
Training: CXE-Magnitude Class	000156-000	\$1,750	\$1,750	0.00%			
Training: Upgrade CXE-Mag to Advanced CXE-Mag Class	000134-000	\$1,250	\$750	40.00%			
Spares and Other Hardware Pricing	Part Number	List Price	WSCA Product Price	% Discount off List			
2 Gb Small Form Factor Pluggable media	770049-000	\$320	\$192	40.00%			
Door for Magnitude cabinet or expansion cabinet	800365-000	\$995	\$595	40.20%			
Fan - Processor	800028-000	\$60	\$36	40.00%			
Power Supply	800038-000	\$3,567	\$2,140	40.00%			

Processor Tray Assembly (2Gb capability)	880009-001	\$10,000	\$6,000	40.00%			
Processor Tray Bundle	800309-000	\$17,500	\$10,500	40.00%			
Rack AMCO 19" 42U Buyout for Drop Shipment	770035-000	\$2,000	\$1,500	25.00%			
Rack Mount Retrofit Kit	800169-000	\$1,667	\$1,000	40.00%			
Rear Blower	800006-000	\$500	\$300	40.00%			
Shipping Materials: Accessory Box	640003-000	\$34	\$18	47.06%			
Shipping Materials: Box for Magnitude Drives	640009-000	\$28	\$15	46.43%			
Shipping Materials: Magnitude Crate	640002-000	\$750	\$425	43.33%			
Stabilization Brackets for Magnitude	800160-000	\$250	\$150	40.00%			
For informational purposes only, the following "Services" and corresponding Part Numbers are provided.							
Service	Part Number						
3rd Party XPERTcare (quantity in months)	020113-000						
3rd Party XPERTcare Assist (quantity in months)	020116-000						
Remote Warranty (36 Months)	020120-000						
Remote Warranty Extension (quantity in months)	020119-000						
Software XPERTcare (quantity in months)	020114-000						
Standard Warranty (36 Months)	020005-002						
Warranty Extension (quantity in months)	020115-000						